

Rhonda

1st Quarter Promotion

ALL PRODUCT MUST
BE ALLOCATED BY
12/8/94

NEWARK / CENTRAL - 1230
JANUARY SELECT B2G2F - PROMO #500011

6M CASES

	TOTAL	FF	FF BOX	LT	LT BOX	SLEEVES
Allocation / B2G2F cs	304	76	76	76	76	1140
Units per case	75					
Total Units	22,800					
Commodity #:	474023					
HH Display	SEL PK DISPLAY					
HH Type	SELECT B2G2F					
Units per Display	20					
Suggested Load	Your Call					
Display Payment	\$1.50					
1st. Order Date	12/9/94 - MUST ALLOCATE BY 12/8/94					
H/H Dates	1/2/95 - 3/31/95					
	JANUARY					
	TOTAL	FF	FF BOX	LT	LT BOX	SLEEVES
Shipping Locations	304	76	76	76	76	1140
OFFICE		Total	Alt	Total	Alt	Total
045860 Belco						
083180 C. A. Burke ✓	44	11	3 8	11	3 8	11 3 8
176520 B. Eisler ✓	16	4	1 3	4	1 3	4 1 3
193350 Fernandez ✓	8	2	2	2	2	2 2
217281 Plainfield ✓	14	7	7	14	7 7	14 7 7
227040 Glikin Bros. ✓	8	2	2	2	2	2 2
305520 Irvington ✓	16	4	4	4	4	4 4
334410 Kling Vending ✓	24	6	4 2	6	4 2	6 4 2
339120 Edmund Kleiner ✓	4	1	1	1	1	1 1
347392 Consolidated ✓	12	1	1 1	12	1 1 1	12 1 1 1
379800 Luce Wholesale ✓	4	1	1	1	1	1 1
423360 Middlesex	32	8	8	8	8	8 8
536808 M. Bernstein ✓	7	1	6	7	1 6	7 1 6
613680 Star Tobacco ✓	8	2	2	2	2	2 2
648590 A. Trenk ✓	8	2	2	2	2	2 2
Total Used to Date:		17 59		17 59		17 59
Total Remaining:	304	76	76	76	76	1,140

Stores Displays Left

121	120	
39	45	6
22	30	8
103	105	2
24	30	6
66	60	
25	30	5
8	15	7
167	165	
11	15	4
126	120	
81	90	1
34	30	
23	30	7

B2G2F SLEEVE W/POS (ITEM #474023-20/ SKU)

CONTAINS:

1 DUMP BIN RISER CARD
PROMO DISPLAY RISER CARD
24" PACKAGE MERCHANDISER CARD
GENERIC PRICING WOBLER

RECOMMENDED DISPLAYS:

COMMODITY #:

COUNTER

417617

OPEN ORDER

STAIR STEP DB

469562

OPEN ORDER

1WINB2.XLS

51856 0464

11/23/94

11120

RJRT NY REGION 1200/NOV 1210

001

1st Quarter Promotion

ALL PRODUCT MUST BE ALLOCATED BY 12/8/94		NORTH JERSEY - 1228 JANUARY SELECT B2G2F - PROMO #80011				
		9M CASES				
	TOTAL	FF	FF BOX	LT	LT BOX	SLEEVES
Allocation / B2G2F 06	300	75	75	75	75	1125
Units per case	75					
Total Units	22,500					
Commodity #:	474023					
HH Display	6EL PK DISPLAY					
HH Type	SELECT B2G2F					
Units per Display	20					
Suggested Load	Your Call					
Display Payment	\$1.50					
1st. Order Date	12/9/94 - MUST ALLOCATE BY 12/8/94					
H/H Dates	1/2/95 - 3/31/95					
JANUARY						
	TOTAL	FF	FF BOX	LT	LT BOX	SLEEVES
Shipping Locations	300	75	75	75	75	1125
OFFICE						12/20/94
075810 John Bricks	64	16	16	16	16	240
109310 Brown/Christom	36	9	9	9	9	135
183480 Peter P. Dennis	20	5	5	5	5	75
176840 Elmer & Co.	4	1	1	1	1	15
303720 Pine Letter	32	8	8	8	8	120
634400 A. Monteverdi	24	6	6	6	6	90
485910 Paterson	44	11	11	11	11	165
555781 North Jersey	12	3	3	3	3	45
641100 Thomson-Okun	4	1	1	1	1	15
868500 United Candy	16	4	4	4	4	60
702074 Morris County	44	11	11	11	11	165
Total Used to Date:						
Total Remaining:	300	75	75	75	75	1,125

REVISED
12.1.94

Product has been allocated. Please contact me w/ delivery dates for sleeves.

NOTE: One as. each style was allocated into Eisler for Charlie so allocation will show 2 as each style.

OF REPS - pick up
AL, CHUCK, EUGEN
VINCE, RICH
NATE, MARKEEV
BETSY

MARTIN 1
KARI 1
MIKE, ANTHONY 2

JAMES 1
LOU, ANNIE, DIANE 3

⊗ EACH SALES REP
TO PICK UP 3 CASES
(6M) OF EACH STYLE.

45 SKUS OF 20 = 900 UNITS

B2G2F SLEEVE W/FOS (ITEM #474023-20/5RU)

CONTAINS:

1 DUMP BIN RISER CARD
PROMO DISPLAY RISER CARD
24" PACKAGE MERCHANDISER CARD
GENERIC PRICING WOBBLER

RECOMMENDED DISPLAYS:
COMMODITY #:

COUNTER
417617
OPEN ORDER

STAIR STEP DB
489552
OPEN ORDER

51856 0465

JANUARY SELECT BUY 2 GET 2 FREE!

6M CASES

	<u>FF</u>	<u>FFBOX</u>	<u>LT.</u>	<u>LT. BOX</u>	<u>TOTAL</u>
DIVISION					
ALLOCATION:	76	76	76	76	304

H-H DISPLAY: SEL PK DISPLAY

DISPLAY PAYMENT: \$1.50

H-H REPORTING: SELECT B2G2F (REPORT # UNITS)

UNITS PER DISPLAY: 20

DISPLAY LOAD: 5 UNITS (2 WHITE CARTONS)
EACH BRAND STYLE

DELIVERY DATE: 1/3/95

JOBBER WRAPPING: 1/3/95 - 1/6/95

**JOBBER DELIVERY TO
VAP ACCOUNTS:** 1/9/95 - 1/20/95

SALES REP PICK-UP: 1/9/95 - 1/20/95

PROMOTION #: 500011

51856 0466

SELECT BUY 2 GET 2 FREE

PROMOTION #500011

<u>ALLOCATED TO</u>	<u>WHOLESALER</u>	<u>ALLOCATION</u>	<u>TOTAL CASES/ DISPLAYS</u>
BOB	EISLER	21	
EISLER VAP	EISLER	39	
TOTAL EISLER			16/60
HANK	BERNSTEIN	16	
BERNSTEIN VAP	BERNSTEIN	89	
TOTAL BERNSTEIN			28/105
FERNANDO	KING	16	
AUDREY	KING	16	
HENRY	KING	16	
KEVIN	KING	17	
KING VAP	KING	25	
TOTAL KING			24/90
RICH	PLAINFIELD	18	
LORRAINE	PLAINFIELD	17	
DAVID M.	PLAINFIELD	18	
DAN	PLAINFIELD	18	
AMIN	PLAINFIELD	18	
PEGGY	PLAINFIELD	18	
PLAINFIELD VAP	PLAINFIELD	103	
TOTAL PLAINFIELD			56/210

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SELECT BUY 2 GET 2 FREE

PROMOTION #500011

<u>ALLOCATED TO</u>	<u>WHOLESALER</u>	<u>ALLOCATION</u>	<u>TOTAL CASES/ DISPLAYS</u>
DAVE L.	BURKE	15	
LISA	BURKE	15	
JON	BURKE	15	
BURKE VAP	BURKE	120	
TOTAL BURKE			44/165
LOU	CSD	15	
CSD VAP	CSD	165	
TOTAL CSD			48/180
FERNANDEZ VAP	FERNANDEZ	30	8/30
GLIKIN VAP	GLIKIN	30	8/30
IRVINGTON VAP	IRVINGTON	60	16/60
E.C. KLEINER	E.C. KLEINER	15	4/15
LUCE VAP	LUCE	15	4/15
STAR VAP	STAR	30	8/30
TRENK VAP	TRENK	30	8/30
MIDDLESEX VAP	MIDDLESEX	120	32/120

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SELECT BUY 2 GET 2 FREE

SALES REP/SAM RESPONSIBILITY

- * **PRESENT PROGRAM TO DIRECT ACCOUNTS BY 12/19.**
 - **INFORM THEM OF DELIVERY DATES, DRAFT AMOUNTS, ETC.**
 - **TELEPHONE ORDER DEPARTMENT WITH ANY CHANGES (DELIVERY DATE, DRAFT OR DON'T DRAFT).**
 - **SELL TO VAP LIST FIRST. RETURN CORRECTED VAP LIST TO LANNY WOLFE.**
 - **MAXIMUM ONE (1) DISPLAY PER STORE.**
- * **INSURE PRODUCT IS WRAPPED ON SCHEDULE. DEMONSTRATE IF NECESSARY.**
- * **INSURE SALES REPS HAVE PILES OF DISPLAYS TO PICK-UP. PUT NAMES ON BOXES.**

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